

Message Text

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ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 COME-00 AGR-05 AID-05 CIAE-00

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R 121125Z AUG 75

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 0791

LIMITED OFFICIAL USE DOHA 0993

E.O. 11652: N/A

TAGS: BEXP, EAGR, QA

SUBJ: FOREIGN COMMODITY SALES: GOQ ATTITUDES

REF: DOHA 0948

1. DURING CONVERSATION WITH EMBOFF, GOQ OFFICIAL STATED THAT GOVERNMENT PURCHASES OF FOOD COMMODITIES FROM US VERY LIMITED. HE NOTED THAT MOST WHEAT IMPORTED BY QATAR COMES FROM AUSTRALIA OR CANADA WHILE RICE GENERALLY OBTAINED FROM PAKISTAN. IN RESPONSE TO QUERY, OFFICIAL SAID GOQ PREFERS TO ARRANGE COMMODITY TRANSACTIONS ON GOVERNMENT-TO-GOVERNMENT BASIS RATHER THAN THROUGH COMMERCIAL FIRMS AS IS PRACTICE IN US. HE SAID IT OPINION OF GOQ THAT DEALING WITH FOREIGN GOVERNMENT AGENCY SUCH AS CANADIAN WHEAT BOARD PROVIDES GUARANTEE OF FIXED PRICE AND ELIMINATES NECESSITY OF CONTACTING NUMBER OF DIFFERENT FIRMS, CHECKING ON RELIABILITY, PAYING AGENTS' FEES, ETC. OFFICIAL NOTED GOQ MADE LARGE GXCE PURCHASE IN US IN 1974 FROM PRIVATE FIRM AND THAT EXPERIENCE HAD NOT BEEN SATISFACTORY-GOQ CAME AWAY WITH DISTINCT IMPRESSION OF HAVING BEEN GOUGED. OFFICIAL ADDED THAT QATAR WILL OCCASIONALLY SEEK PRIVATE SOURCES OF SUPPLY IN US (SEPTEL REPORTS GOQ INTEREST IN LOCATING SUPPLIERS OF WHEAT BRAN), BUT ONLY WHEN GOVERNMENT SOURCES DO NOT PAN OUT.

2. WE BELIEVE ANY PROBLEMS ENCOUNTERED IN US ARE MORE LIKELY LIMITED OFFICIAL USE

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RESULT OF INEXPERIENCE AND MISINFORMATION ON PART OF QATARI

OFFICIALS THAN ANYTHING ELSE. HOWEVER, AS REPORTED REFTEL,
QATAR REPRESENTS LUCRATIVE COMMODITY MARKET SINCE VIRTUALLY
ALL FOOD PRODUCTS MUST BE IMPORTED. WOULD APPRECIATE IF
DEPT COULD ADVISE WHETHER DEPT OF AGRICULTURE OR OTHER FEDERAL
AGENCY COULD SERVE AS CONTACT POINT FOR GOQ ON COMMODITY
PURCHASES, PROVIDING INFORMATION ON PRICE AND AVAILABILITY
AND ASSISTING IN CONTACTS WITH SUPPLIERS. IF DEPT RESPONSE
INDICATES SOMETHING ALONG ABOVE LINES POSSIBLE, EMBASSY WILL
INFORM GOQ COMMODITIES OFFICE AND SUGGEST IT CONTACT CONCERNED
US AGENCY.
YOUNG

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Message Attributes

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Margaret P. Grafeld
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